

Message Text

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PAGE 01 BERLIN 06249 131859Z

14

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DOTE-00 OES-06 STR-04 L-03

CIAE-00 INR-07 NSAE-00 TRSE-00 /040 W

----- 127563

R 131530Z JUL 76

FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 2876

UNCLAS BERLIN 6249

E.O.11652: N/A

TAGS: BDIS, GE

SUBJECT: TRADE PROBLEM: GDR MOTORCYCLES

REF: STATE 144263

1. ECON/COMM OFFICER CALLED ON TRANSPORTMASCHINED
JULY 13 WHERE HE SPOKE WITH A MR. STELZIG IN SCHUBE'S
ABSENCE. STELZIG APPEARED WELL INFORMED ABOUT THE
EAST EUROPE IMPORT-EXPORT/GEO. BYERS MOTORCYCLE CASE.

2. IN THE COURSE OF A DISCUSSION OF THE CASE, STELZIG
SAID THAT THE MOTORCYCLES IN QUESTION WERE MANUFACTURED
BETWEEN JANUARY 1 AND JULY 1, 1974. HE SHOWED THE ECON/COMM
OFFICER A COPY OF A LETTER SAID TO HAVE BEEN SENT FROM
TRANSPORTMASCHINEN JUNE 14 TO GEO. BYERS SONS. AMONG POINTS
INCLUDED IN THE LETTER ARE NOTIFICATION THAT TRANSPORTMASCHINEN
HAS CANCELLED ITS CONTRACT WITH
EAST EUROPE IMPORT-EXPORT, AND A
DESCRIPTION OF TRANSPORTMASCHINEN EFFORTS TO ASSIST
THE U. S. BUYERS TO COMPLY WITH APPLICABLE U.S. REGULATIONS.
HE SAID TRANSPORTMASCHINEN WAS EAGER TO HAVE GEO. BYERS SONS
REACTION TO THE LETTER.

3. STELZIG SAID TRANSPORTMASCHINEN'S RELATIONSHIP
WITH EAST EUROPE IMPORT-EXPORT HAD NOT BEEN A HAPPY OR
SUCCESSFUL ONE, AND THAT A MR. ROSS, THE MEMBER OF THAT
FIRM WITH WHOM TRANSPORTMASCHINEN HAD DONE BUSINESS,
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SEEMED TO BE MORE A TRADER THAN A TECHNICIAN AND MIGHT

HAVE TAKEN MORE CARE INITIALLY TO DETERMINE WHETHER
THE GDR MACHINES COULD BE SOLD IN THE UNITED STATES.
HE SAID THE GDR HAD GONE TO SOME EXPENSE TO MODIFY
ITS PRODUCT FOR THE U.S. MARKET, AND CONTINUES TO HOPE
THAT A BUSINESS RELATIONSHIP WITH GEO. BYERS SONS CAN
BE DEVELOPED. ON TIRES, STELZIG SAID GDR TIRE
MANUFACUTRING ENTITIES THEMSELVES ARE SEEKING U.S.
CERTIFICATION OF THEIR PRODUCTS FOR U.S. USE. IN
REGARD TO SPARE PARTS, TRANSPORTMASCHINEN IS CURRENTLY
FILLING A SPARE PARTS ORDER FROM GEO. BYERS SONS.
COOPER

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NNN

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Margaret P. Grafeld
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TAGS: BDIS, GC
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